

District School Board of Pasco County Bid Recommendation

Bid Title	ITV Equipment & Supplies-PART II		Number of Vendors Notified	322
Bid Number	11-050-SN		Number of Bids Distributed	106
Date Solicited	October 7, 2010		Number of Vendors Bidding	21
Date Opened	November 4, 2010		Number of Vendors Not Bidding	1
Date Board Presentation	January 18, 2011		Funding Source	Capital, General, or Internal
Total Savings	Estimated \$24,000		Grand Total of Bid	Estimated \$200,000

Recommendation: Recommend acceptance of bids as noted on the attached tabulation sheets for Part II of the ITV Equipment and Supplies bid. Section One (1) awards are based on the lowest and best, responsive, responsible bid per item meeting written specifications. Section Two (2) awards are based on the highest average discount offered from the manufacturers' websites by group from the responsive, responsible bidders meeting written specifications. Section Four (4) awards are based on the lowest price by PART (i.e. PART I-AverVision and PART II-Elmo) from the responsive, responsible bidders meeting written specifications.

Term of Contract: This is a one-year contract for a firm-fixed price on an "as-needed" basis for various ITV Equipment and Supplies. The first year of this contract shall be effective from January 20, 2011 through January 19, 2012.

Notations and Exceptions:

Total savings are estimates only and include Section One (1), Section Two (2) and Section Four (4) discounts.

Offers from the vendors listed herein are the only offers received timely as of the specified opening date and time. All other offers submitted in response to this solicitation, if any, are hereby rejected as late.

Section 1-

IT-19 DLP Projector-Recommend acceptance of bid from Troxell Communications for the BenQ MX710 as the lowest and best, responsive, responsible bid meeting written specifications. Recommend rejection of bid from Motion Video Productions for the Boxlight projector as it is a LCD projector. Recommend rejection of bid from Classroom Technology Solution as the Viewsonic's Apple resolution is 1024 by 768 which is less than the specified 1600 by 1200.

IT 24 Hitachi LCD Projector-Recommend acceptance of bid from Troxell Communications for the Hitachi CPX2511N as the lowest and best, responsive, responsible bid meeting written specifications. Recommend rejection of bid from AVI-SPL as the Vivitek does not include the management software that the specified Hitachi includes. Recommend rejection of bid from Classroom Technology for the BenQ projector as it is a DLP projector.

Section 2- Electronic Discount Off Manufacturer Websites

Group B JVC-Recommend acceptance of bid from Xerox Audio Visual as the highest average discount and responsive, responsible bidders meeting written specifications. Recommend rejection of bid from Troxell Communications as they were not willing to honor the bid terms for sale prices and special promotions offered on the manufacturer websites.

Group C Sony- Recommend acceptance of bid from Camcor as the highest average discount and responsive, responsible bidder meeting written specifications. The two-way tie between BES Industries and Camcor was decided by the drug free workplace statement included by Camcor. Recommend rejection bid from Troxell Communications as they were not willing to honor the bid terms for sale prices and special promotions offered on the manufacturer websites.

Group D-Canon- Recommend acceptance of bid from Camcor as the highest average discount and responsive, responsible bidder meeting written specifications. The two-way tie between BES Industries and Camcor was decided by the drug free work statement included by Camcor. Recommend rejection of bid from Troxell Communications as they were not willing to honor the bid terms for sale prices and special promotions offered on the manufacturer websites.

Section 4-Document Cameras

PART I-DC 01 AverMedia CP135-Recommend acceptance of bid from RM Educational as the lowest and best, responsive, responsible bid meeting written specifications. Recommend rejection of bids from Classroom Technology Solutions for the Hovercam and AVI-SPL for the Epson as they do not have the specified VGA connection.

PARTII-DC 02 Elmo TT-02X-Recommend acceptance of bid from Smiley's Audio Visual as the lowest and best, responsive, responsible bid meeting written specifications. Recommend rejection of bid from AVI-SPL as the Epson document camera does not have the level of optical zoom specified.

Bid #11-050-SN
PART II
Page 3

Bids Evaluated By:

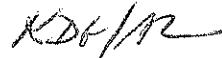
Andy Dunn, Instructional Media and Technology Department

Bids Prepared By:

Stephanie Bunford, Buyer, Purchasing Department

Reviewed and Authorized By:

Kendra Goodman, CPPO, CPPB, Purchasing Agent



DATE OF BID OPENING: November 4, 2010 @ 2:30

BID TITLE: ITV Equipment and Supplies

BID NUMBER: 11-050-SN

**incorrect average on submittal

PRICING PAGES

Section 1 ITV Equipment

IT-19	Sharp Model D2510x or equal	\$642.00	NB	\$946.93	
	Manufacturer	Sharp		Mitsubishi	
	Model	D2510x		XD280U(D)	
	Deliver Date (aro)	20		7-14 days	
ALTERNATE					
IT-19A	Sharp Model D2510x or equal	\$540.00	NB	NB	
	Manufacturer	Vivitek			
	Model	D837			
	Deliver Date (aro)	20			
IT-24	Hitachi CP-X2511N LCD Projector or equal	\$626.15	NB	NB	
	Manufacturer	Hitachi			
	Model	CP-X2511			
	Deliver Date (aro)	20			
ALTERNATE					
IT-24A	Hitachi CP-X2511N LCD Projector or equal	\$540.00	NB	NB	
	Manufacturer	Vivitek			
	Model	D837			
	Deliver Date (aro)	20			

AVI-SPL

BES Industries, Inc.

Best Buy Gov, LLC

6301 Benjamin Mead Ave. Suite 406

11512 Lake Mead Ave. Suite 406

7601 Penn Ave. South

Tampa, FL 33634

Jacksonville, FL 32256

Richfield, MN 55423

DATE OF BID OPENING: November 4, 2010 @ 2:30		B & H Photo-Video	Camcor, Inc.	CCS Presentation Systems
BID TITLE: ITV Equipment and Supplies		420 Ninth Ave.	2273 S. Church Street, PO Box 1899	9655 West Florida Minin Blvd. Bldg 500, Suite 509
BID NUMBER: 11-050-SN		NY, NY 10001	Burlington, NC 27215	Jacksonville, FL 32257
**incorrect average on submittal		QUOTE # 313421330		
PRICING PAGES				
Section 1 ITV Equipment				
IT-19	Sharp Model D2510x or equal	\$628.00	\$626.55	\$551.99
	Manufacturer	SHARP	Sharp	Mitsubishi
	Model	PGD2510X	PG-D2510X	EX240U
	Deliver Date (aro)	7-10 DAYS	3-30 days	30 Days
ALTERNATE				
IT-19A	Sharp Model D2510x or equal	NB	NB	NB
	Manufacturer			
	Model			
	Deliver Date (aro)			
IT-24	Hitachi CP-X2511N LCD Projector or equal	\$672.00	\$628.22	NB
	Manufacturer	HITACHI	*Dukane	
	Model	CP-X2511N	*8923H-RJ	
	Deliver Date (aro)	7-10DAYS	3-30 days	
ALTERNATE				
IT-24A	Hitachi CP-X2511N LCD Projector or equal	NB	NB	NB
	Manufacturer			
	Model			
	Deliver Date (aro)			

DATE OF BID OPENING: November 4, 2010 @ 2:30				Encore Broadcast
BID TITLE: ITV Equipment and Supplies				2104 West Kennedy Blvd.
BID NUMBER: 11-050-SN				Tampa, FL 33606-1535
**incorrect average on submittal				
PRICING PAGES				
Section 1 ITV Equipment				
IT-19	Sharp Model D2510x or equal	NB	\$499.00	NB
	Manufacturer		Viewsonic	
	Model		PJD6211	
	Deliver Date (aro)		7 to 10 days	
ALTERNATE				
IT-19A	Sharp Model D2510x or equal	NB	NB	NB
	Manufacturer			
	Model			
	Deliver Date (aro)			
IT-24	Hitachi CP-X2511N LCD Projector or equal	NB	\$575.00	\$797.00
	Manufacturer		BenQ	Sanyo
	Model		MX710	PLC-XU300A
	Deliver Date (aro)		7 to 10 days	30 days
ALTERNATE				
IT-24A	Hitachi CP-X2511N LCD Projector or equal	NB	NB	NB
	Manufacturer			
	Model			
	Deliver Date (aro)			

DATE OF BID OPENING: November 4, 2010 @ 2:30				Global Gov't/Educaiton Solutions Inc.	Intellis Media	Longs Electronics, Inc.
BID TITLE: ITV Equipment and Supplies				6990 US Route 36 East	4202 East Fowler Ave.	2630 5th Avenue South
BID NUMBER: 11-050-SN				Fletcher, Ohio 45326	Tampa, FL 33620	Irondale, AL 35210
**incorrect average on submittal						
PRICING PAGES						
Section 1 ITV Equipment						
IT-19	Sharp Model D2510x or equal	\$671.07	\$724.00	NB		Orders under \$100 will incur freight charges.
	Manufacturer	Sharp	As Specified			
	Model	D2510X	As Specified			
	Deliver Date (aro)	5-10 Days	7-14 Days			
ALTERNATE						
IT-19A	Sharp Model D2510x or equal	NB	NB	NB		
	Manufacturer					
	Model					
	Deliver Date (aro)					
IT-24	Hitachi CP-X2511N LCD Projector or equal	\$690.84	\$750.00	\$684.00		
	Manufacturer	Hitachi	As Specified	ALTERNATES		
	Model	CP-X2511N	As Specified			
	Deliver Date (aro)	5-10 Days	7-14 Days			
ALTERNATE						
IT-24A	Hitachi CP-X2511N LCD Projector or equal	NB	NB	NB		
	Manufacturer					
	Model					
	Deliver Date (aro)					

DATE OF BID OPENING: November 4, 2010 @ 2:30		Motion Video Productions	OM Office Supply Inc.	Pyramid School Products
BID TITLE: ITV Equipment and Supplies		2028 Sheperd Rd 307	5007 Carlisle Pike Suite 101	6510 North 54th Street
BID NUMBER: 11-050-SN		Mulberry, FL 33860	Mechanicsburg, PA 17050	Tampa, FL 33610-1908
**incorrect average on submittal				
PRICING PAGES				
<u>Section 1 ITV Equipment</u>				
IT-19	Sharp Model D2510x or equal	\$504.00	\$645.00	Quote Number 11-050-SN(PASCO)
	Manufacturer	BOXLIGHT	Sharp	NB
	Model	SEATTLE X26N	D2510x	
	Deliver Date (aro)	5-7 days	10 days	
ALTERNATE				
IT-19A	Sharp Model D2510x or equal	NB	NB	NB
	Manufacturer			
	Model			
	Deliver Date (aro)			
IT-24	Hitachi CP-X2511N LCD Projector or equal	\$690.00	\$660.00	NB
	Manufacturer	BOXLIGHT	Hitachi	
	Model	SEATTLE X30N	CP-X2511N	
	Deliver Date (aro)	5-7 days	10 days	
ALTERNATE				
IT-24A	Hitachi CP-X2511N LCD Projector or equal	NB	NB	NB
	Manufacturer			
	Model			
	Deliver Date (aro)			

DATE OF BID OPENING: November 4, 2010 @ 2:30		RM Educational Software, Inc.	Smiley's Audio-Visual, Inc.
BID TITLE: ITV Equipment and Supplies		1431 Airport Drive	P.O. Box 6925
BID NUMBER: 11-050-SN		Ball Groud, GA 30107	Lakeland, FL 33807
**incorrect average on submittal			
PRICING PAGES			
Section 1 ITV Equipment			
IT-19	Sharp Model D2510x or equal	\$537.50	\$530.00
	Manufacturer	SHARP	BenQ
	Model	D2510X	MX710
	Deliver Date (aro)	10-15 DAYS	10-20 days
ALTERNATE			
IT-19A	Sharp Model D2510x or equal	NB	NB
	Manufacturer		
	Model		
	Deliver Date (aro)		
IT-24	Hitachi CP-X2511N LCD Projector or equal	\$612.00	NB
	Manufacturer	SHARP	
	Model	D2710X	
	Deliver Date (aro)	10-15 DAYS	
ALTERNATE			
IT-24A	Hitachi CP-X2511N LCD Projector or equal	NB	NB
	Manufacturer		
	Model		
	Deliver Date (aro)		

DATE OF BID OPENING: November 4, 2010 @ 2:30		Valient IMC	
BID TITLE: ITV Equipment and Supplies		Troxell Communications Inc.	
BID NUMBER: 11-050-SN		4830 S 38th Street	
**incorrect average on submittal		55 Ruta Court SO. Hackensack, NJ 07606	
PRICING PAGES			
Section 1 ITV Equipment			
IT-19	Sharp Model D2510x or equal	\$527.00	NB
	Manufacturer	BENQ	
	Model	MX710	
	Deliver Date (aro)	30 DAYS ARO	
ALTERNATE			
IT-19A	Sharp Model D2510x or equal	NB	NB
	Manufacturer		
	Model		
	Deliver Date (aro)		
ALTERNATE			
IT-24	Hitachi CP-X2511N LCD Projector or equal	\$578.00	NB
	Manufacturer	HITACHI	
	Model	CPX2511N	
	Deliver Date (aro)	30 DAYS ARO	
ALTERNATE			
IT-24A	Hitachi CP-X2511N LCD Projector or equal	NB	NB
	Manufacturer		
	Model		
	Deliver Date (aro)		

DATE OF BID OPENING: November 4, 2010 @ 2:30

BID TITLE: ITV Equipment and Supplies

BID NUMBER: 11-050-SN

**incorrect average on submittal

PRICING PAGES

Section 1 ITV Equipment

IT-19	Sharp Model D2510x or equal	NB	\$638.60	\$8,671.64	Xerox Audio Visual Solutions
	Manufacturer		Sharp		
	Model		D2510x		
	Deliver Date (aro)		30 days		
ALTERNATE					
IT-19A	Sharp Model D2510x or equal	NB	NB	\$540.00	
	Manufacturer				
	Model				
	Deliver Date (aro)				
IT-24	Hitachi CP-X2511N LCD Projector or equal	NB	\$624.40	\$8,587.61	
	Manufacturer		Hitachi		
	Model		CP-X2511N		
	Deliver Date (aro)		30 days		
ALTERNATE					
IT-24A	Hitachi CP-X2511N LCD Projector or equal	NB	NB	\$540.00	
	Manufacturer				
	Model				
	Deliver Date (aro)				

DATE OF BID OPENING: November 4, 2010 @ 2:30		AVI-SPL	Best Buy Gov, LLC
BID TITLE: ITV Equipment and Supplies		6301 Benjamin Road Suite 101	7601 Penn Ave. South
BID NUMBER: 11-050-SN		Tampa, FL 33634	Richfield, MN 55423
**incorrect average on submittal			
SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER			
Proposer(s) MUST use the websites listed below. Proposer(s) will bid the manufacturer's website. Price less a discount			
GROUP B	JVC Consumer Line		
website:	www.jvc.com		
	Boomboxes	NB	5.00%
	Digital Camcorders	NB	5.00%
	DVD Players	NB	5.00%
	DVD Recorders (DVR)	NB	5.00%
	DVD/DVR/VCR/VCP Combo Units	NB	5.00%
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP B	NB	5.00%
Group C	Sony Consumer Line		
website:	www.sony.com		
	Mini Stereo Systems	NB	5.00%
	Audio MP3 and other digital audio	NB	5.00%
	Digital Still Cameras	NB	5.00%
	Digital Camcorders	NB	5.00%
	DVD Players	NB	5.00%
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP C	NB	5.00%
Group D	Canon Consumer Line		
website:	www.usa.canon.com		
	Digital Still Cameras	NB	5.00%
	Digital Camcorders	NB	5.00%
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP D	NB	5.00%

DATE OF BID OPENING: November 4, 2010 @ 2:30		B & H Photo-Video	Camcor, Inc.	CCS Presentation Systems
BID TITLE: ITV Equipment and Supplies		420 Ninth Ave.	2273 S. Church Street, PO Box 1899	9655 West Florida Mimin Blvd. Bldg 500, Suite 509
BID NUMBER: 11-050-SN		NY, NY 10001	Burlington, NC 27215	Jacksonville, FL 32257
**incorrect average on submittal				
SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER				
Proposer(s) MUST use the websites listed below. Proposer(s) will bid the manufacturer's website. Price less a discount				
GROUP B	JVC Consumer Line	%off are from B&H website		
website:	www.jvc.com			
	Boomboxes	1%	NB	NB
	Digital Camcorders	1%	NB	NB
	DVD Players	1%	NB	NB
	DVD Recorders (DVR)	1%	NB	NB
	DVD/DVR/VCR/VCP Combo Units	1%	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP B	1%	NB	NB
Group C	Sony Consumer Line			
website:	www.sony.com	%off are from B&H website		
	Mini Stereo Systems	1%	5%	NB
	Audio MP3 and other digital audio	1%	5%	NB
	Digital Still Cameras	1%	5%	NB
	Digital Camcorders	1%	5%	NB
	DVD Players	1%	5%	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP C	1%	5%	NB
Group D	Canon Consumer Line	%off are from B&H website		
website:	www.usa.canon.com	%off are from B&H website		
	Digital Still Cameras	1%	5%	NB
	Digital Camcorders	1%	5%	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP D	1%	5%	NB

DATE OF BID OPENING: November 4, 2010 @ 2:30				Encore Broadcast
BID TITLE: ITV Equipment and Supplies				
BID NUMBER: 11-050-SN				2104 West Kennedy Blvd.
**incorrect average on submittal				Tampa, FL 33606-1535
SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER				
Proposer(s) MUST use the websites listed below. Proposer(s) will bid the manufacturer's website Price less a discount				
GROUP B	JVC Consumer Line			
website:	www.jvc.com			
	Boomboxes	NB	NB	NB
	Digital Camcorders	NB	NB	NB
	DVD Players	NB	NB	NB
	DVD Recorders (DVR)	NB	NB	NB
	DVD/DVR/CR/CP Combo Units	NB	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP B	NB	NB	NB
Group C	Sony Consumer Line			
website:	www.sony.com			
	Mini Stereo Systems	NB	NB	NB
	Audio MP3 and other digital audio	NB	NB	NB
	Digital Still Cameras	NB	NB	NB
	Digital Camcorders	NB	NB	NB
	DVD Players	NB	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP C	NB	NB	NB
Group D	Canon Consumer Line			
website:	www.usa.canon.com			
	Digital Still Cameras	NB	NB	NB
	Digital Camcorders	NB	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP D	NB	NB	NB

DATE OF BID OPENING: November 4, 2010 @ 2:30		Global Gov't/Educaiton Solutions Inc.	Intellis Media	Longs Electronics, Inc.
BID TITLE: ITV Equipment and Supplies		6990 US Route 36 East	4202 East Fowler Ave.	2630 5th Avenue South
BID NUMBER: 11-050-SN		Fletcher, Ohio 45326	Tampa, FL 33620	Irondale, AL 35210
**incorrect average on submittal				
SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER				
Proposer(s) MUST use the websites listed below. Proposer(s) will bid the manufacturer's website Price less a discount				
GROUP B	JVC Consumer Line			
website:	www.jvc.com			
	Boomboxes	0%	NB	NB
	Digital Camcorders	12%	NB	NB
	DVD Players	0%	NB	NB
	DVD Recorders (DVR)	10%	NB	NB
	DVD/DVR/VCR/VCP Combo Units	10%	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP B	6%	NB	NB
Group C	Sony Consumer Line			
website:	www.sony.com			
	Mini Stereo Systems	0%	NB	NB
	Audio MP3 and other digital audio	0%	NB	NB
	Digital Still Cameras	0%	NB	NB
	Digital Camcorders	0%	NB	NB
	DVD Players	0%	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP C	0%	NB	NB
Group D	Canon Consumer Line			
website:	www.usa.canon.com			
	Digital Still Cameras	0-10%	NB	NB
	Digital Camcorders	0-12%	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP D	N/A	NB	NB

DATE OF BID OPENING: November 4, 2010 @ 2:30				Motion Video Productions	OM Office Supply Inc.	Pyramid School Products
BID TITLE: ITV Equipment and Supplies				2028 Sheperd Rd 307	5007 Carlisle Pike Suite 101	6510 North 54th Street
BID NUMBER: 11-050-SN				Mulberry, FL 33860	Mechanicsburg, PA 17050	Tampa, FL 33610-1908
**incorrect average on submittal						
SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER						
Proposer(s) MUST use the websites listed below. Proposer(s) will bid the manufacturer's website Price less a discount						
GROUP B	JVC Consumer Line					
website:	www.jvc.com					
	Boomboxes			NB	NB	NB
	Digital Camcorders			NB	NB	NB
	DVD Players			NB	NB	NB
	DVD Recorders (DVR)			NB	NB	NB
	DVD/DVR/VCR/VCF Combo Units			NB	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP B			NB	NB	NB
Group C	Sony Consumer Line					
website:	www.sony.com					
	Mini Stereo Systems			NB	NB	NB
	Audio MP3 and other digital audio			NB	NB	NB
	Digital Still Cameras			NB	NB	NB
	Digital Camcorders			NB	NB	NB
	DVD Players			NB	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP C			NB	NB	NB
Group D	Canon Consumer Line					
website:	www.usa.canon.com					
	Digital Still Cameras			NB	NB	NB
	Digital Camcorders			NB	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP D			NB	NB	NB

DATE OF BID OPENING: November 4, 2010 @ 2:30		RM Educational Software, Inc.	Smiley's Audio-Visual, Inc.
BID TITLE: ITV Equipment and Supplies		1431 Airport Drive	P.O. Box 6925
BID NUMBER: 11-050-SN		Ball Ground, GA 30107	Lakeland, FL 33807
**incorrect average on submittal			
SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER			
Proposer(s) MUST use the websites listed below. Proposer(s) will bid the manufacturer's website Price less a discount			
GROUP B	JVC Consumer Line		
website:	www.jvc.com		
	Boomboxes	NB	NB
	Digital Camcorders	NB	NB
	DVD Players	NB	NB
	DVD Recorders (DVR)	NB	NB
	DVD/DVR/VCR/VCP Combo Units	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP B	NB	NB
Group C	Sony Consumer Line		
website:	www.sony.com		
	Mini Stereo Systems	NB	NB
	Audio MP3 and other digital audio	NB	NB
	Digital Still Cameras	NB	NB
	Digital Camcorders	NB	NB
	DVD Players	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP C	NB	NB
Group D	Canon Consumer Line		
website:	www.usa.canon.com		
	Digital Still Cameras	NB	NB
	Digital Camcorders	NB	NB
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP D	NB	NB

DATE OF BID OPENING: November 4, 2010 @ 2:30	Troxell Communications Inc.	Valient IMC
BID TITLE: ITV Equipment and Supplies	4830 S 38th Street	55 Ruta Court SO. Hackensack, NJ 07606
BID NUMBER: 11-050-SN	Phoenix, AZ 85040	
**incorrect average on submittal		
SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER		
Proposer(s) MUST use the websites listed below. Proposer(s) will bid the manufacturer's website Price less a discount		
GROUP B	JVC Consumer Line	
website:	www.jvc.com	
	Boomboxes	11%
	Digital Camcorders	11%
	DVD Players	11%
	DVD Recorders (DVR)	11%
	DVD/DVR/VCR/VCP Combo Units	11%
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP B	11%
Group C	Sony Consumer Line	
website:	www.sony.com	
	Mini Stereo Systems	6%
	Audio MP3 and other digital audio	6%
	Digital Still Cameras	6%
	Digital Camcorders	6%
	DVD Players	6%
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP C	6%
Group D	Canon Consumer Line	
website:	www.usa.canon.com	
	Digital Still Cameras	6%
	Digital Camcorders	6%
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP D	6%

DATE OF BID OPENING: November 4, 2010 @ 2:30				
BID TITLE: ITV Equipment and Supplies		VSA, Inc.	Xerox Audio Visual Solutions	
BID NUMBER: 11-050-SN		6929 Seward	3170 Repts Miller Road Suite 190	
SECTION 2 ELECTRONIC EQUIPMENT DISCOUNT OFF MANUFACTURER		Lincoln, NE 68507	Norcross, GA 30071	
**incorrect average on submittal				
Proposer(s) MUST use the websites listed below. Proposer(s) will bid the manufacturer's website Price less a discount				
GROUP B	JVC Consumer Line			
website:	www.jvc.com			
	Boomboxes	CALL	10%	
	Digital Camcorders	CALL	10%	
	DVD Players	CALL	10%	
	DVD Recorders (DVR)	CALL	10%	
	DVD/DVR/VCR/VCP Combo Units	CALL	10%	
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP B	CALL	10%	
Group C	Sony Consumer Line			
website:	www.sony.com			
	Mini Stereo Systems	CALL	NB	
	Audio MP3 and other digital audio	CALL	NB	
	Digital Still Cameras	CALL	NB	
	Digital Camcorders	CALL	NB	
	DVD Players	CALL	NB	
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP C	CALL	NB	
Group D	Canon Consumer Line			
website:	www.usa.canon.com			
	Digital Still Cameras	CALL	NB	
	Digital Camcorders	CALL	NB	
	AVERAGE TOTAL ALL-OR-NONE DISCOUNT FOR GROUP D	CALL	NB	

DATE OF BID OPENING: November 4, 2010 @ 2:30				
BID TITLE: ITV Equipment and Supplies				
BID NUMBER: 11-050-SN **incorrect average on submittal				
SECTION 4 DOCUMENT CAMERAS				
PART I and PART II will be awarded separately based on the lowest price by PART (i.e. PART I and PART II). Awards				
PART I				
DC-01	AverMedia CP135 Package or equal	\$418.00	\$334.00	\$340.53
	Manufacturer	AverMedia	AverMedia	AverMedia
	Model	CP135	CP135	CP135
	Balance of Line	1.00%	21.00%	20.00%
	Provide information regarding percentage off manufacturer's list price for balance of line (accessories offered such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.	%off are from B&H website	See attached	
PART II				
DC-02	Elmo TT-02RX Package or equal	\$562.00	\$498.84	\$522.90
	Elmo Model TT-02RX, AC adapter, USB cable, RGB Cable, Instruction manual and Software, Removable stage, Anti-glare			
	Manufacturer	ELMO	ELMO	ELMO
	Model	TT-02RX	TT-02RX	TT-02RX
	Balance of Line	1.00%	35.00%	34.00%
	Provide information regarding percentage off manufacturer's list price for balance of line (accessories such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.	%off are from B&H website	See attached	

DATE OF BID OPENING: November 4, 2010 @ 2:30				
BID TITLE: ITV Equipment and Supplies				
BID NUMBER: 11-050-SN **incorrect average on submittal				
SECTION 4 DOCUMENT CAMERAS				
PART I and PART II will be awarded separately based on the lowest price by PART (i.e. PART I and PART II). Awards				
PART I				
DC-01	AverMedia CP135 Package or equal	\$489.30	\$199.00	NB
	Manufacturer	MIMIO	HoverCam	
	Model	1771043	X300	
	Balance of Line	NO ACCESSORIES	5.00%	
Provide information regarding percentage off manufacturer's list price for balance of line (accessories offered such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.				
PART II				
DC-02	Elmo TT-02RX Package or equal	\$489.30	\$540.00	\$587.00
	Elmo Model TT-02RX, AC adapter, USB cable, RGB Cable, Instruction manual and Software, Removable stage, Anti-glare			
	Manufacturer	MIMIO		
	Model	1771043		
	Balance of Line	NO ACCESSORIES	5.00%	15.00%
Provide information regarding percentage off manufacturer's list price for balance of line (accessories such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.				

DATE OF BID OPENING: November 4, 2010 @ 2:30		Global Gov't/Educaiton Solutions Inc.	Intellis Media	Longs Electronics, Inc.
BID TITLE: ITV Equipment and Supplies		6990 US Route 36 East	4202 East Fowler Ave.	2630 5th Avenue South
BID NUMBER: 11-050-SN		Fletcher, Ohio 45326	Tampa, FL 33620	Irondale, AL 35210
**incorrect average on submittal				
SECTION 4 DOCUMENT CAMERAS				
PART I and PART II will be awarded separately based on the lowest price by PART (i.e. PART I and PART II). Awards				
PART I				
DC-01	AverMedia CP135 Package or equal	\$410.18	NB	NB
	Manufacturer	Avermedia		
	Model	CP135		
	Balance of Line	17.00%		
	Provide information regarding percentage off manufacturer's list price for balance of line (accessories offered such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.			
PART II				
DC-02	Elmo TT-02RX Package or equal	\$545.73	NB	\$574.95
	Elmo Model TT-02RX, AC adapter, USB cable, RGB Cable, Instruction manual and Software, Removable stage, Anti-glare			
	Manufacturer	Elmo		
	Model	TT-02RX		
	Balance of Line	28.00%		5.00%
	Provide information regarding percentage off manufacturer's list price for balance of line (accessories such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.			

DATE OF BID OPENING: November 4, 2010 @ 2:30		Motion Video Productions	Pyramid School Products
BID TITLE: ITV Equipment and Supplies		2028 Sheperd Rd 307	6510 North 54th Street
BID NUMBER: 11-050-SN		Mulberry, FL 33860	Tampa, FL 33610-1908
**incorrect average on submittal			
SECTION 4 DOCUMENT CAMERAS			
PART I and PART II will be awarded separately based on the lowest price by PART (i.e. PART I and PART II). Awards			
PART I			
DC-01	AverMedia CP135 Package or equal Manufacturer	NB	NB
	Model		
	Balance of Line		
	Provide information regarding percentage off manufacturer's list price for balance of line (accessories offered such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.		
PART II			
DC-02	Elmo TT-02RX Package or equal	NB	NB
	Elmo Model TT-02RX, AC adapter, USB cable, RGB Cable, Instruction manual and Software, Removable stage, Anti-glare		
	Manufacturer		
	Model		
	Balance of Line		
	Provide information regarding percentage off manufacturer's list price for balance of line (accessories such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.		

DATE OF BID OPENING: November 4, 2010 @ 2:30		RM Educational Software, Inc.	Smiley's Audio-Visual, Inc.
BID TITLE: ITV Equipment and Supplies		1431 Airport Drive	P.O. Box 6925
BID NUMBER: 11-050-SN		Ball Groud, GA 30107	Lakeland, FL 33807
**incorrect average on submittal			
SECTION 4 DOCUMENT CAMERAS			
PART I and PART II will be awarded separately based on the lowest price by PART (i.e. PART I and PART II). Awards			
PART I			
DC-01	AverMedia CP135 Package or equal	\$324.00	NB
	Manufacturer	RM	
	Model	GN01	
	Balance of Line	25% Discount off Catalog Price	
Provide information regarding percentage off manufacturer's list price for balance of line (accessories offered such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.			
PART II			
DC-02	Elmo TT-02RX Package or equal	\$524.00	\$487.95
	Elmo Model TT-02RX, AC adapter, USB cable, RGB Cable, Instruction manual and Software, Removable stage, Anti-glare		
	Manufacturer	ELMO	ELMO
	Model	TT-02RX	TT02RX
	Balance of Line	31% Discount off Catalog Price	33.00%
Provide information regarding percentage off manufacturer's list price for balance of line (accessories such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.			
			MSRP dated July 1, 2010 enclosed on CD and also printed

DATE OF BID OPENING: November 4, 2010 @ 2:30		Troxell Communications Inc.	Valient IMC
BID TITLE: ITV Equipment and Supplies		4830 S 38th Street	55 Ruta Court
BID NUMBER: 11-050-SN		Phoenix, AZ 85040	SO. Hackensack, NJ 07606
**incorrect average on submittal			
SECTION 4 DOCUMENT CAMERAS			
PART I and PART II will be awarded separately based on the lowest price by PART (i.e. PART I and PART II). Awards			
PART I			
DC-01	AverMedia CP135 Package or equal	\$334.90	NB
	Manufacturer	AVERMEDIA	
	Model	CP135. ALTERNATE: AVERMEDIA 300AFPLUA	
	Balance of Line	\$468.99 UNIT PRICE	
		5.00%	
	Provide information regarding percentage off manufacturer's list price for balance of line (accessories offered such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.	Please note, that the Balance of Line above is for Accessories, Balance of Line for Products is 8%, See attached Current Price List information	
PART II			
DC-02	Elmo TT-02RX Package or equal	\$496.50	NB
	Elmo Model TT-02RX, AC adapter, USB cable, RGB Cable, Instruction manual and Software, Removable stage, Anti-glare		
	Manufacturer	ELMO	
	Model	TT02RX	
	Balance of Line	5.00%	
	Provide information regarding percentage off manufacturer's list price for balance of line (accessories such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.	Please note, that the Balance of Line above is for Accessories, Balance of Line for Products is 28%, See attached Current Price List information	

DATE OF BID OPENING: November 4, 2010 @ 2:30					
BID TITLE: ITV Equipment and Supplies					
BID NUMBER: 11-050-SN					
** incorrect average on submittal					
SECTION 4 DOCUMENT CAMERAS					
PART I and PART II will be awarded separately based on the lowest price by PART (i.e. PART I and PART II). Awards					
PART I					
DC-01	AverMedia CPI35 Package or equal	\$411.24	\$338.00	\$4,613.34	
	Manufacturer	AVERMEDIA	Vidifox		
	Model	CPI35	PV380- 5 yr. warranty		
	Balance of Line	10.00%	30.00%		
	Provide information regarding percentage off manufacturer's list price for balance of line (accessories offered such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.				
PART II					
DC-02	Elmo TT-02RX Package or equal	\$522.00	\$598.00	\$8,130.17	
	Elmo Model TT-02RX, AC adapter, USB cable, RGB Cable, Instruction manual and Software, Removable stage, Anti-glare				
	Manufacturer	ELMO	Elmo		
	Model	TT-02RX	TT-02RX		
	Balance of Line	10.00%	25.00%		
	Provide information regarding percentage off manufacturer's list price for balance of line (accessories such as carrying case, etc.), and provide the manufacturer's most recent pricer. This information will not be used as a basis for award.				